

## The “Why” and “How” of Local Policy and Organizational Practice Change



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## The importance of organizational practice and policy change



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## The HOW of Local Policy

**PART 1:** Develop a Policy Strategy

**PART 2:** Develop Key Partners

**PART 3:** Back Up Your Case

**PART 4:** Plan for Implementation

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ENACT

Environmental

Nutrition and

Activity

Community

Tool

Printed Courtesy of  
 The California Obesity Prevention Initiative

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Collaboration

Multiplier

	Data	Concepts	Funding	Training	Partners	Key Issues	Outcomes
Crisis Centers							
Education							
Health							
Faith							
Business							
Media							
Law Enforcement							
TOTALS	Sum Remainder:	Average:	Sum:	Product:	Sum:	Sum:	Exponential Product:

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Policy

The rules that guide the activities of government and organizations, and that provide authority for the allocation of resources.

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**One Key Fact!** *Useful policy is often developed locally.*



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**10 Reasons Local Policy is Critical**

1. Local politicians are more *responsive* (& lobbyists have less influence).
2. *People* Power.
3. *Cheaper* & *easier* to implement.

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**10 Reasons Local Policy is Critical**

4. Can be *tailored* to individual community needs.
5. Raises *community awareness* and support.
6. *Not burdened* with the bureaucracy.
7. A *laboratory* for broader policy change, providing valuable clues and appropriate models.

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## 10 Reasons Local Policy is Critical

8. Can act as an *impetus* and spread from community to community, leading to state-wide & national change.
9. More *easily monitored* to ensure responsible implementation and follow-through.
10. Easier to *evaluate*.

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## Organizational Practice:

**General practices of key  
organizations and institutions  
that guide activities and  
norms**

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## Reasons Organizational Practice Change is Critical



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## Reasons Organizational Practice Change is Critical

- ◆ Widespread Impact
- ◆ Achievability
- ◆ Testing Ground
- ◆ Organizational Benefits

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## Can We Do Policy?



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## Assess Your Organization

- ◆ Understand your capabilities and limitations to do policy work
- ◆ Assess your resources – such as staff, money, training, etc.
- ◆ Advocacy vs. Lobbying



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## Advocacy vs. Lobbying



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## Advocacy vs Lobbying

### Advocacy

- Education
- Facts
- Bi Partisan
- Balanced
- No call to action (position not taken)
- Activities that defend, support or maintain a cause
- Usually broad issues

### Lobbying

- Influencing legislation, regulation, funding
- Actions aimed at influencing public officials to promote or secure passage of specific bill or funding
- A paid representative for a particular org

Slides courtesy of Sue Gallagher, MPH, Public Health and Family Medicine, Tufts

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## The HOW of Local Policy

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## TETON VALLEY TRAILS & PATHWAYS



*Driggs, Idaho*

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## TETON VALLEY TRAILS & PATHWAYS

*Driggs, Idaho*

- ◆ Passed multiple city ordinances to *require* that all new development projects integrate with existing pathways or trail systems.
- ◆ Now working on a countywide mandate so that new developments throughout the county will support physical activity
- ◆ Working with Friends of Pathways based in Jackson, Wyoming to create a regional, multi-state pathway that circumnavigates Yellowstone & Grand Teton National Parks



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**“It all started with a small group of people realizing they could really make a difference.”**

*Tim Adams,  
Teton Valley Trails and Pathways*

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**PART 1**  
**Develop a Policy Strategy**

- ◆ Determine your specific policy goal
- ◆ Determine whether a new policy is needed
- ◆ Assess political will and feasibility
- ◆ Plan key activities
- ◆ Link with experienced policy advocates

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**Determine Your Specific Policy Goal**

- ◆ Think clearly about what initiatives are most likely to have an impact
- ◆ Formulate realistic options for the environment



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## Types of Policy

### Organizational

- Policy Manual & Standards
- Codes of Ethics
- Tenure & Appointment Articulation Agreements

### Regulatory

- Administrative Rules
- Regulations
- Executive Orders

### Fiscal

- Annual Budget
- Acts & Regulations

### Legislative

- Bills
- Laws/Referenda
- Constitution

### Legal

- Court Decisions

Slide courtesy of W. K. Kellogg Foundation

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## Venues for Action

- ◆ State/City/County Policymakers
- ◆ Health Jurisdictions
- ◆ Transportation Authorities
- ◆ Planning and Zoning Powers
- ◆ School Districts



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## School Nutrition Standards



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# ENACT

## Environmental Nutrition & Activity Community Tool



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Strategic Alliance **ENACT**

Please sign in to track your answers online

Home | About | Strategy | Community | Workshop | Handbook | Government | Log Out

### ENACT

ENACT: Environmental Nutrition and Activity Community Strategies

Please sign in to track your strategies.

Roll over the seven environments on the left to learn more about ways to improve the health of your community

Learn more

Instructions: You can now create a free account that tracks and saves your priorities and current status for each ENACT environment.

Sustainable Food System Strategies

### Get the most out of ENACT

- Learn more about best practices and promising approaches strategies to improve nutrition and physical activity environments
- Conduct assessments and select priorities for changing a particular environment
- Dive in and implement the ENACT strategies
- Save as a report card for each of the 7 environments

**NEW** Sustainable Food System Strategies

About ENACT

The Strategic Alliance for Healthy Food and Activity Environments is pleased to present the Environmental Nutrition and Activity Community Tool (ENACT).

ENACT is a concrete menu of strategies designed to help you improve nutrition and activity environments on a local level. These strategies have been organized into seven environments that were carefully selected for their importance in individual and community health.

Each ENACT strategy presents useful information based on current research and practice and includes model policies and programs, hands-on tools, articles and other publications, and resources. The strategies are structured to be interactive so that implementation can become a reality.

The Strategic Alliance developed ENACT to offer community members a place to create positive change in their food and activity environments.

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### COMMUNITY STRATEGIES

Community Activity Strategies

Priority	Strategy	Current Status
1	Complete Streets: Complete the sidewalks and streets to support walking and biking in all neighborhoods	
2	Threat Oriented Design: Decrease car dependence while promoting community revitalization by investing in local shops, services, parks and trails as attractive destinations for pedestrians, cyclists and public transit users	
3	Safe Routes to School: Institute a Safe Routes to School Program to improve safety and promote walking and biking to school	
4	Active Recreation: Maintain and develop programming and facilities (including parks programs) for active play and recreation	
5	Safe Communities: Promote overall community aesthetic and atmosphere of safety to encourage outdoor physical activity and recreation	

Priority Key: H = High, M = Medium, L = Low

Current Status Key: 1 = Strategy not in place, 2 = Plan elements are in place, 3 = Plan fully implemented

Community Food Strategies

Priority	Strategy	Current Status
1	Attract Grocery Stores: Attract grocery stores to underserved areas through financial and regulatory incentives	
2	Incentives: Provide training and incentives to small store owners in underserved areas to carry healthy food items, such as fresh produce	
3	Store Displays: Work with neighborhood food stores and supermarkets to adapt former family stores listing displays of unhealthy foods served at children	
4	Transportation: Improve transportation options to supermarkets and other large food outlets	
5	Farmer's Markets: Establish accessible Farmers' Markets or farm stand programs in underserved areas	
6	Community Gardens: Establish community gardening and agriculture initiatives	
7	Fast Food: Reduce the negative impact of fast food restaurant chains on community health	
8	Food Marketing: Restrict the ability of food and beverage companies to market unhealthy food	
9	Local Food System: Support local and regional food systems by preserving farmland, creating regional infrastructure for processing and distribution, and investing in new and existing farmland	
10	Local Food to Retail: Connect locally grown food to local retail establishments	

ENACT Development: Children, Youth, and Adults | Community | Handbook | Government | Strategic Alliance

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## COMMUNITY ACTIVITIES

>Please let us know what you think (ENACT)



[How to use this tool](#)

[Member Home Page](#) | [Community Activity Strategies](#) | [Community Food Strategies](#)

Priority (H/M/L)	COMMUNITY ACTIVITY STRATEGIES	Current Status (Y/N)	
L	1. Complete Streets: Complete the sidewalks and streets to support walking and biking in all neighborhoods	A	<p><b>Priority Key</b></p> <p>H = High M = Medium L = Low</p> <p><b>Current Status Key:</b></p> <p>1 = Elements not in place 2 = Few elements are in place 3 = Some elements are in place and well developed 4 = Many elements are in place</p> <p>5 = Meets range of developmental needs. Elements are culturally appropriate, accessible, and available to the community</p>
M	2. Transit Oriented Design: Decrease car dependence while promoting community revitalization by investing in local shops, services, parks and trails as attractive destinations for pedestrians, cyclists and public transit users	A	
L	3. Safe Routes to School: Institute a Safe Routes to School Program to improve safety and promote walking and biking to school	B	
H	4. Active Recreation: Maintain and develop programming and facilities (including park programs) for active play and recreation	B	
M	5. Safe Communities: Promote overall community aesthetic and atmosphere of safety to encourage outdoor physical activity and recreation	B	

Save Data

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# ENACT Local Policy Database

an online resource for local policies that can improve opportunities for healthy eating and physical activity

[Site Map](#) | [Home](#) | [About](#) | [Local Locally](#) | [Submit a Policy](#) | [Policy Profiles](#) | [Contact](#)

## SEARCH POLICIES

Search Help

**Simple Search:**

Type in a keyword below:  
([View Help](#) to view all policies)

**Guided Search:**

Choose one or more of the following:

**Search:**

**Topic:**

**Environment:**


**Farmstead:**

**State:**

**Jurisdiction:**

**Year:**

## Find a local policy




Use the search tools on the left to find one or more local policies that are of interest to you. Type in a keyword below or use the guided search tool to identify policies by topic, setting, jurisdiction and a pre-determined set of key words.

Need more information to **Get Started?**

**NEW!** Albany's Local Food Purchasing Policy Adopted February 2, 2009!

Want to create a food policy? Read Strategic Alliance's definition of healthy food

[Submit a local policy](#)



**STRATEGIC ALLIANCE**  
 823 Oak Street  
 Oakland, CA 94607  
 Tel: (510) 444-7798  
 Fax: (510) 663-1180

Have you worked on a local policy to make healthier eating easier for your community or developed a local plan to improve walkability?  
 We'd love to hear from you!

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# Determine Whether a New Policy is Needed

- ◆ Look at alternatives to legislation
- ◆ Research existing policies
- ◆ Work up the chain of command



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## Assess Political Will and Feasibili

- ♦ What is the political climate?
- ♦ Can your policy get approved?

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## Olympia Feasibility Assessment

### Voter Poll: "I would support a..."

...1% tax for sidewalks. . . . . 42%  
...2% tax for parks. . . . . 49%  
...3% tax for parks and sidewalks. . . . . 57%

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## Plan key activities

- ◆ Write letter of support
- ◆ Provide statistics for their district
- ◆ Provide analysis of a bill
- ◆ Provide testimony for a legislative hearing
- ◆ Assist in developing model legislation
- ◆ Provide a one page briefing following a media report
- ◆ Provide testimony for a legislative hearing
- ◆ Organize community partners to visit chairs of legislative committees with program staff
- ◆ Invite participation in a press conference

Slides courtesy of Sue Gallagher, MPH, Public Health and Family Medicine, Tufts

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## Link with experienced policy advocates

- ◆ Garner lessons learned from experienced policy advocates
- ◆ Identify political champions
- ◆ Learn about the legislative process and strategies to advance your specific policy goals
- ◆ Develop a strategic plan

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## PART 2

## Develop Key Partners

- ◆ Develop Local Partners and Supporters
- ◆ Identify a Policy Champion in Government
- ◆ Understand Your Opponents



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### Develop Local Partners & Supporters to Increase Power

*Build relationships*

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### The Tension of Turf

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### Collaboration Multiplier: Traffic Safety

	Problem Definition	Data	Approaches/Outcomes	Training
Public Health				
Law Enforcement				
Transp. Engineering				
Optometry				
Planning				
MATH	Average:	Sum:	Sum/Average:	Product:
Implications				

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## Identify a Policy Champion in Government



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## Techniques to be Effective

- ◆ Develop relationships with politicians and their staff
- ◆ Local "Meet and greet"
- ◆ Keep in touch – not one shot
- ◆ Personal visits (face to face)
- ◆ The "Ask" – know what you are asking



Adapted from Sue Gallagher, MPH, Public Health and Family Medicine, Tufts

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## Understand Your Opponents



*Consider  
interests and  
values of  
stakeholders*

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**PART 3**  
**Back Up Your Case**

- ◆ Framing the Need for Change
- ◆ Back up Ideas with Research
- ◆ Calculate Costs and Savings
- ◆ Using the Media

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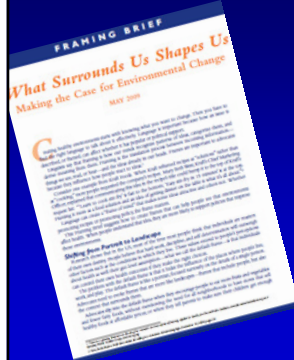
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**Framing the Need for Change**



Framing is how our minds recognize patterns of ideas, categorize them, and derive meaning.

Frames are important to advocates because they influence how people react to ideas.

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**Back- up Ideas with Research**



Photo courtesy of Get Moving Kern and Greenfield Walking Group

*...an  
important  
starting  
point for any  
policy  
intervention*

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## Calculate Monetary Costs and Savings



...including costs of inaction

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## Savings from Trails

In Lincoln, Nebraska:

For every \$1 investment in trails there was a \$2.94 medical savings due to the physical activity levels of trail users



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## Prevention Works

- ◆ Every \$1 spent on *effective school-based tobacco prevention programs* saves \$3.60 in associated medical costs
- ◆ Every \$1 spent on *employer breastfeeding support* saves \$3 in medical and lost productivity costs

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## The Economic\$ Case for Prevention



ISSUE REPORT

July 2008

Prevention Institute  
Prevention Press

Trust for America's Health  
www.healthieramericas.org

[http://www.preventioninstitute.org/documents/PreventionforaHealthierAmerica\\_7\\_08.pdf](http://www.preventioninstitute.org/documents/PreventionforaHealthierAmerica_7_08.pdf)

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## Return on Investment with Prevention

**Savings at 5 years**

**\$5.60**

**Return on Investment**

**\$1 Investment**

**\$16 Billion Annual Savings In 5 Years**

SOURCE: Prevention for A Healthier America: Investments in Disease Prevention Yield Significant Savings. Stronger Communities. Trust for America's Health. July 2008

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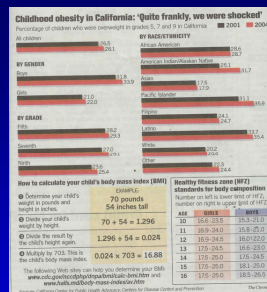
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## Use the Media to Educate the Public & Decision Makers



*Set the agenda for public debate and policy change*

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PART 4

Plan for Implementation & Evaluation

- ◆ Ensure implementation is achievable
- ◆ Consider what the impact will be on different communities
- ◆ Determine enforcement mechanisms
- ◆ Plan to evaluate policy impact

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Plan to Evaluate Policy Impact & Disseminate Results

A powerful argument for expanding policy

City of Olympia Annual Sidewalk Funding

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Ensure Implementation is Planned and Achievable

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**“Before the passage of this policy,  
there was a huge backlog of  
sidewalk projects.  
With current construction rates,  
this has become a 30-year  
achievable program.”**

*Jim Lazar,  
Olympians for a Livable Community Committee Member*

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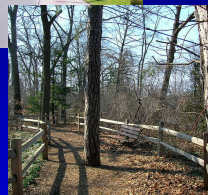
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### **Consider the Impact on Different Communities**



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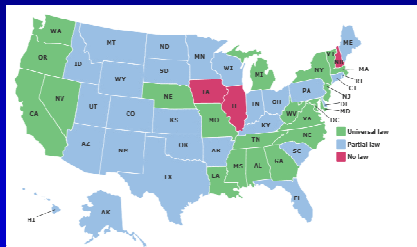
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### **Determine the Enforcement Mechanisms**

Current US motorcycle and bicycle  
helmet laws - June 2009



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**“Don't expect politicians,  
even good ones,  
to do your job for you.  
Politicians are like weather  
vanes. Our job is to make  
the wind blow.”**

David Brower, environmentalist

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### **Collaboration Multiplier Helps Multidisciplinary Groups**

- ◆ Identify common and divergent approaches
- ◆ Take stock of individual and collective resources
- ◆ Identify who (or what) is missing and tailor a pitch to engage more diverse partners
- ◆ Forge comprehensive approaches and joint solutions
- ◆ Clarify how people from each discipline view and approach an issue differently

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Collaboration Multiplier: Traffic Safety				
	Problem Definition	Data	Approaches/Outcomes	Training
Public Health				
Law Enforcement				
Transp. Engineering				
Optometry				
Planning				
MATH	Average:	Sum:	Sum/Average:	Product:
Implications				

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	Problem Definition	Data	mes	Training
Public Health				
Law Enforcement				
Transp. Engineering				
Optometry				
Planning				
MATH				Product:
Implications	Average:	Sum:		

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	Problem Definition	Data	mes	Training
Public Health	Traffic safety is a community health problem	<ul style="list-style-type: none"> <li>■ Morbidity, mortality rates</li> <li>■ Hosp admissions</li> <li>■ ER data n FARS</li> </ul>		
Law Enforcement				
Transp. Engineering				
Optometry				
Planning				
MATH				Product:
Implications	Average:	Sum:		

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	Problem Definition	Data	mes	Training
Public Health	Traffic safety is a community health problem	<ul style="list-style-type: none"> <li>Morbidity, mortality rates</li> <li>Hosp admissions</li> <li>ER data n FARS</li> </ul>		
Law Enforcement	Traffic violations are a community safety issue	<ul style="list-style-type: none"> <li>Moving violations</li> <li>Crash reports</li> </ul>		
Transp. Engineering	Transportation infrastructure should promote safe & efficient travel	<ul style="list-style-type: none"> <li>Police &amp; crash reports</li> <li>Speed volume &amp; congestion studies</li> <li>FARS</li> </ul>		
Optometry	Optimal visibility of signals & hazards improves traffic safety	<ul style="list-style-type: none"> <li>Studies of acuity, driver performance</li> <li>Reaction time to signals &amp; signs</li> </ul>		
Planning	Traffic safety can be affected by transportation system design & travel behavior	<ul style="list-style-type: none"> <li>Travel behavior surveys</li> <li>Census data</li> <li>Zoning maps</li> <li>Traffic cong., speed counts</li> </ul>		
MATH Implications	Average:	Sum:		Product:

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	Problem Definition	Data	Approaches/Outcomes	Training
Public Health	Traffic safety is a community health problem:	<ul style="list-style-type: none"> <li>Morbidity, mortality rates</li> <li>Hosp admissions</li> <li>ER data n FARS</li> </ul>	<ul style="list-style-type: none"> <li>Education campaigns</li> <li>Community participation</li> <li>Env'l &amp; policy change</li> </ul>	<ul style="list-style-type: none"> <li>ID-ing at-risk communities, individuals</li> <li>Effects of transportation on health</li> </ul>
Law Enforcement	Traffic violations are a community safety issue	<ul style="list-style-type: none"> <li>Moving violations</li> <li>Crash reports</li> </ul>	<ul style="list-style-type: none"> <li>Check points</li> <li>Patrolling &amp; citations</li> <li>Education campaigns</li> </ul>	<ul style="list-style-type: none"> <li>Promoting use of occupant restraint systems</li> <li>Enforcement techniques</li> <li>Crash investigations</li> </ul>
Transp. Engineering	Transportation infrastructure should promote safe & efficient travel	<ul style="list-style-type: none"> <li>Police &amp; crash reports</li> <li>Speed volume &amp; congestion studies</li> <li>FARS</li> </ul>	<ul style="list-style-type: none"> <li>Improved vehicle safety devices</li> <li>Safer roads &amp; sidewalks</li> <li>Traffic calming</li> </ul>	<ul style="list-style-type: none"> <li>ID-ing dangerous roads</li> <li>Safer road &amp; sidewalk design</li> </ul>
Optometry	Optimal visibility of signals & hazards improves traffic safety	<ul style="list-style-type: none"> <li>Studies of acuity, driver performance</li> <li>Reaction time to various signals &amp; signs</li> </ul>	<ul style="list-style-type: none"> <li>Better vehicle display, signal &amp; road designs</li> <li>Better driver assessment for licensing purposes</li> </ul>	<ul style="list-style-type: none"> <li>ID-ing how people visualize traffic signs &amp; signals</li> </ul>
Planning	Traffic safety can be affected by transportation system design & travel behavior	<ul style="list-style-type: none"> <li>Travel behavior surveys</li> <li>Census data</li> <li>Zoning maps</li> <li>Traffic cong., speed counts</li> </ul>	<ul style="list-style-type: none"> <li>"Safe havens" for vulnerable users</li> <li>Create transp. sys. to minimize conflict between users</li> </ul>	<ul style="list-style-type: none"> <li>Transp. demand &amp; beh.</li> <li>Effect of infrastructure on trip length, type</li> </ul>
MATH Implications	Average:	Sum:	Sum/Average:	Product:

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## The "math" in Collaboration Multiplier

*Collaboration Math* illustrates the range of strategies, solutions, and outcomes that each participating group uses and can help diverse groups combine their various definitions, goals, and strategies through such processes as *averaging* definitions, *adding* data sources, *multiplying* training efforts, and *averaging* solutions.



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